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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

July 19, 1913

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For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

FINDING A BOOK'S MARKET.

MANY books are published for which no reasonable market exists. Very few are published for which the market is universal and automatic. Between these two extremes lie the great range whose market must be found by the seller—or created by him.

Many books, alas, are published—and not a few foisted on the bookseller—which are utterly worthless and of which sales can be made only on a sort of gold-brick basis. Others—the great majority—have real worth, but a limited field. To reach that field efficiently requires book salesmanship of a high order.

Note that qualifying word "efficiently." A sufficient outlay of time, money and energy will eventually bring any book its market—but the cost of placing it may exceed many times the return. Book selling problems do not demand genius for solution, however; though some of them do require not a little of that uncommon commodity known as common sense. Analysis, analysis and imagination, applied to a book-selling problem, will generally prove sufficient.

A recent issue of *System* cites a most suggestive example, and though in this case the publisher was concerned and the bookseller directly ignored, the bookseller can make direct application.

"A western publisher issued a series of books entitled 'How to Build a House,' 'How to Build a Barn,' 'How to Build a Garage,' and so on. 'Each book,'" says *System*, telling the story, "contained a score of plans with specifications and instructions covering each. But people do not buy such books. He might have spent a hundred thousand dollars in trying to market them

through the usual booksellers, and lost it all. Having analyzed his selling problem, however, he did nothing so futile.

"Instead, he secured a list of dealers in lumber and building supplies. To each he sent a selling letter and a printed circular. His appeal, boiled down, was simple:

You have building material to sell in your locality. You want to stimulate building. You know what people have money and property which should be improved. You know which ones would be most apt, if encouraged, to put up a new home, rebuild an old house, add a barn or garage. Buy my books and send them with your compliments to these prospects. When they look over all the plans and descriptions, some of them will have their desire to build crystallized into the determination to build. If only one man makes such a decision and comes to you for his material, you will get your money back many times over.

"The appeal was rightly aimed. The publisher became wealthy. He is still issuing his building books—and coining money. His greatest asset was his ability to see the possible field of sales for his product—the only field in America which would have brought him such great returns. Sales and advertising efforts in every other field would have lost him money. But his discernment enabled him, with almost no selling expense, to dispose of his manuals in wholesale lots and to continue to dispose of them year after year."

Now, of course, the publisher did nothing that the bookseller might not have done, and done better. Had that publisher been a little bit more far-sighted he would have suggested his excellent selling scheme to the booksellers for them to work out—and would have reaped correspondingly greater return. But his idea is suggestive.

A large city book and stationery store found that one of its departments was selling thousands of packs of playing cards every year without in any way linking up those sales with its book department. At the suggestion of a clerk with the selling instinct the book department was put in direct touch with several hundred of the city's card clubs, little and big, and suggestive circular lists of bridge books distributed. Last season came the idea of arranging with the publishers to bind one of the "advanced" books in a special limp leather binding and exploiting it as an appropriate prize. The additional point of stamping the individual club name on such prize copies made the scheme "go" to the extent of several hundred copies.

Another—a small town bookseller this time—cooperated with a local hardware store in a "chicken window." "Let's each dress a window," he said, "that will suggest business

for the other." So a stock of poultry books with such alluring titles as "How to Keep Hens for Profit," "A Chicken Farm on a City Lot," "A Living from Poultry," etc., were laid in by the book-seller, each window was attractively stacked with copies and then liberally garnished from the hardware store stock with chicken wire, feeding dishes, patent nests and other poultry "trimmings" and last, but by no means least, a "sure enough" incubator in which, in the course of a week, to the interest of an always crowded window front, two enterprising families came out.

Those two windows were the talk of that little town. Nine men and women out of every ten have a more or less well-formulated belief that they "could make money out of chickens" and a desire to try it. In a hundred or more families in this particular town that desire was aroused, and in fully a score the desire crystallized by those window displays. The bookseller and hardware man each kept the names and addresses of all purchasers of their respective goods and exchanged lists with the other for further, and wasteless, follow-up. You would be surprised at that bookseller's total sales of poultry books that month; he was surprised himself. Better yet that hardware man and bookseller *are going on exchanging lists of purchasers* which each thinks the other might directly follow up with profit.

There is no get-rich-quick road to prosperity in the book business. Its successes are never spectacular. But persistent study of books in their relation to their markets, clear-sighted analysis of the possible fields of sale are bound to bring their eventual reward.

THE FRENCH BOOKSELLERS' SCHOOL FRENCH SCHOOL A FLOURISHING INSTITUTION —SOME IDEAS THE NEW YORK SCHOOL MAY WELL FOLLOW.*

It is a great pleasure to me in presenting my report on our Booksellers' School to give an account of this work, with which the Cercle de la Librairie has entrusted me. I am indeed glad to tell of the success which has crowned our efforts in carrying on this project for more than five years. It was at the end of 1907, that a young publisher visited a veteran of the Book Trade, and asked his advice on the question of organizing courses for booksellers' assistants. The plan soon outlined, was submitted to the Cercle, which gave its approval. Thus the Booksellers' School was born, and our problem was only the question of making it live. The young

* Report of Mr. H. Le Soudier, Member of the Committee on Lectures of the French Booksellers' School, as given in the *Bibliographie de la France* of May 9, 1913.

publisher was my colleague, M. André Gillon, the veteran was the present speaker.

The beginnings of the new institution were modest. Being prudent persons, we started the first year by organizing conferences rather than planning definite courses. Those who gave these talks, our first workers, deserve personal mention. "The History of Printing" was treated by M. Paul Delalain; "The History of the Book Trade," by the late M. Louis Prunieres, and, of course, all "Professional Instruction," by the late Felix Baranger; "Evolution in the Book Trade," by M. Eugene Rey and "The Customers," by M. Flourey. These lectures proving very successful, the regular courses were started the following year.

However, the school did not run itself. We found our greatest difficulty was the problem of securing teachers. Professors who could teach the different branches of our industry, that is, the technique of book-making, were easily found, but the question of Book Trade instruction left us in the lurch.

M. Gillon and I succeeded finally, however, simply by appealing to the public spirit of the employers, and their immediate colleagues. M. Bourrelier, one of the heads of the house of Armand Colin started fire with a splendid opening address. Later, he gave another, not less brilliant, on the production of books in all countries.

M. Ducrocq, of the printing establishment, Gauthier-Villars, showed our pupils the secrets of composition, and printing. M. Dubosq, of the paper factories of Souche, spoke to us on paper, and when illness in his family obliged him to discontinue his course, M. Mauban, replaced him at once—an evidence of the enthusiasm our work created—and continued the lectures in splendid fashion.

Illustration also was well treated by M. Petit. Binding has been successfully interpreted by M. Lemale, one of the highest masters of his profession, who, with untiring zeal, has for five years given us his time and the benefit of his experience.

M. Eugene Rey, the Publisher and Bookseller of the Boulevard des Italiens, and President of the Syndicat des Libraires de Paris, spoke at the Booksellers School with the understanding of his subject for which he is noted.

M. Leon Michaud, of Reims, did not hesitate to answer our appeal. Leaving his business and the heavy burden which it carries, he accepted the Presidency of the Syndicat des Libraires de France, and thus was able to give us three lectures, first on Orders, Conditions of Sale, and Shipments, then on Papers and Periodicals, and finally on the Calling of the Bookseller. We want to give him our especial thanks.

M. Mea, the publisher of the Rue du Havre, who had cordially prepared a lesson as interesting as it was useful on the Receiving of Books, and the Arrangements of the Store, was prevented by illness from delivering it, but another devoted friend, M. Albert Gauthier-Villars, then the President of the Cercle, replaced him on the spot as M. Mauban had replaced another Professor.

M. Flourey, the old President of the Syndicat des Libraires de France, spoke on Customers, a delicate subject, which he treated with his usual skill, studying interestingly the psychology of the customer. In a later lecture M. Flourey spoke on the Book Store in Paris.

Our friend, M. Felix Baranger, whom we have lost, the old President of the Syndicat des Libraires de France, spoke mainly on the sale of books to customers, tariffs and book-keeping. M. Feuillatre spoke exceedingly well on the School Book Trade and its various branches. To a young commission man, M. Gaulon, fell the task of speaking about the very complex situation of the Book Commission Agent, and of the Foreign Book Trade. M. Edward Champion, the young second-hand bookseller of the quai Malaquais, initiated his audience into the difficult profession of the second-hand book dealer. Publishing and the requirements of a well-made book was the subject of an unusual lesson by M. Jerome Doucet. M. Horiot, of the Librairie Larousse, spoke on popular editions, on literature for the Book Trade, and finally on scientific and technical books.

The last subjects treated at the end of this third year were Copyright, explained by M. Jean Lobel, with the thorough understanding of the subject which he has acquired by long association with all matters relating to this question, and a regular course on the History of the Book Trade by the late M. Louis Prunieres, whose devotion to our courses and their supervision we will not forget.

By the end of the third year, our hardest struggle was over. After having mounted the steep hill, as the poet says, we had arrived on the terrace, and could stop awhile. Our organization had taken root, and it was a question now of getting closer to it, and giving it a sure foundation. It was decided that the course should be divided into two years, first the technical part, and second the commercial part. In order to give more uniform teaching it was thought best to reduce the number of teachers. The technical part was given half to M. Ducrocq and half to M. Degaast, who have been our best Professors since 1911. We are glad to thank them for their enthusiasm, and for the clearness and precision with which they have treated this difficult and complex part of the subject. The other half was given to M. Mellottee, whose special subjects were composition and impression. The lectures on bookbinding were left in the hands of M. Lemale; those on copyright to M. Lobel; and finally the transformation of manuscript into a book was explained by M. Humblot, one of the heads of the house of Ollendorff, who charmed his audience every time.

As for the commercial side—the book trade—this was treated by M. Lebegue, nephew of one of our colleagues, M. Cornelius Lebegue, who has always been keenly in sympathy with us all. He is one of the youngest co-workers, but he teaches with an ardor born of his love of our trade, and based on an intimate knowledge of our profession. Here, gentlemen, I must call your attention

to a matter to which I referred at the beginning of my report. I want to talk about the unique Professor of Bookselling. You have seen how the devotion and the knowledge of our colleagues and their co-workers has been generously contributed. Tact and courtesy made us feel the necessity of limiting our appeals to the employers, who during three years, and part of a fourth, gave us their time and the fruits of experience gratuitously. Accordingly it was deemed necessary to prepare a uniform course, so that we might relieve these gentlemen. This year, therefore we have given to only four teachers the lectures on bookbinding, on the technical part, and the book trade, while copyright has been indefinitely assigned to M. Lobel, and literature is scheduled to be taught by a new Professor each year.

Now, indeed, our course is firmly established as you may say, on the four pillars of our specialties, for we have now, besides a Professor of Bookbinding and Professors of Graphic Art, a Professor of Bookselling, the first of his kind. Accordingly, M. Lebegue, you are authorized, in consideration of the services which you have rendered in the difficult position which you have occupied for two years, to put on your visiting cards your new title. You may rest assured that you are the only one in the whole world to possess it.

This, gentlemen, is in brief the history of our Bookselling School. You see that we can be justly proud of the results attained, of our devoted co-workers, and of the promoters of the course. This is the best recompence we could have wished for.

A few words must be said on the courses themselves, and the rewards given the pupils. The attendance has been very regular, with an annual average of about fifty. This number is all the more significant in view of the fact that the courses have been held in the afternoon, so that they were taken on the time of the employers, twice a week, four months each year. In this connection, I cannot sufficiently thank the heads of the houses who have so disinterestedly sent chosen employees to gain the benefit of this book house course, a training which will prove invaluable to these young men in their careers.

The Cercle de la Librairie, not less generous, has given prizes, rewards, and diplomas to the best pupils. It has created three diplomas: certificates of work and zeal, for the technical and commercial sections, for those who have done home work regularly; certificates of zeal for those who have done home work intermittently, and certificates of presence for those who have at least attended the lectures. It has moreover supplied silver and bronze medals to be presented according to merit. Finally, we have thought of giving to the best pupils, by way of exceptional encouragement, shares or Savings Bank Books. Here again, gentlemen, we can only thank once more the Cercle de la Librairie who wanted to do the right thing, for the total of these shares, several bank books and different rewards, representing the sum of about 1,500 francs, is taken out of the funds of the

Club. Moreover the presentation of a classical work has been graciously offered by the Cercle, to all pupils at the National Theatre of the Odeon, as a supplement to the course in literature. We must thank M. Antoine, for reserving for our pupils almost all the good places in this theatre.

Finally, a recent and much appreciated act of generosity has been done by the Minister of Commerce, at the suggestion of Mr. Gabelle, our distinguished director of technical teaching, who does us the honor of presiding to-day, and to whom we are duly grateful. On the favorable report of the inspectors who assisted at our courses, a very important subvention has been accorded to us, which gives us great encouragement. We ask Mr. Gabelle to offer our thanks to the Minister of Commerce. I beg to add that the work which he is now so generously patronizing, has shown signs of such vitality since its birth, that we receive requests from all parts—not only from France, but from foreign countries as well—for information regarding the details of the organization and the management of our courses. It is apparent that the school is already known beyond our borders, and that others are eager to carry out similar schemes. As you see, this subvention could not be better placed.

In finishing this short report, I cannot pass by in silence an act of generosity on the part of one of our most interested colleagues, father of one who worked so effectively at the beginning of the courses, M. Paul Gillon, Senior member of the house of Larousse. M. Gillon's gift of a very important fund for a stay abroad, will be a valuable innovation, which we hope will soon be imitated. For—I am addressing you, my dear friends—the stay abroad given to the best among you, will be the finishing touch of your commercial education, and will open to you an unheralded future in your calling as Booksellers.

This completion of your education you owe to M. Paul Gillon.

I have finished, gentlemen, and I only wish that our work so well begun, and so successful in calling forth many good helpers, may go on succeeding to the great benefit, not only of our pupils, but also of the whole French booktrade.

TRUSTEE'S REPORT IN THE BANKRUPTCY OF "SHERWOOD'S, INC."

In order that the trade may have an authoritative statement regarding the bankrupt estate of Sherwood's, Inc., I herewith, as trustee, submit the following for publication in the PUBLISHERS' WEEKLY, as the accepted trade medium.

Robert E. Neiswanger, better known to the trade as Robert E. Sherwood, started in the book business at 7 Astor House in November, 1900. On May 1, 1901, he moved to 144 Fulton Street, and when that building was torn down in 1907, he moved to 21 Beekman street. Following this he branched out in the ladies' furnishing trade, doing at first a mail order business.

In the early part of 1908, he moved to 48

Maiden Lane and afterwards took the adjoining store at 50 Maiden Lane. The business was incorporated as Sherwood's, Inc., under New York laws, on July 1, 1910, with an authorized capital stock of \$75,000 which was increased September 1, 1910 to \$250,000. The company began operations September 1, 1910. About February 15, 1912, the company moved from Maiden Lane to 144 Fulton street, where it had leased the new three story building from the Burkoff Brewing Company. The lease of this building was for five years at a rental of \$10,500 the first year, \$11,500 the second year and an additional \$1,000 each for the successive years. Under the terms of the lease the tenant was bound also to pay taxes and other assessments made against the property. The taxes in past years had amounted to \$3,600 a year. The store was remodeled for the company and well stocked with books, stationery, etc., and also with greeting and post cards. The second floor was given over to the sale of ladies' wear. The third floor was more or less unoccupied and was held subject to rental. The cost of moving with the consequent interruptions of business plus the assumption of fixed charges, apparently altogether disproportionate to the amount of business done, coupled also with the fact that the dull summer season was at hand, served to bring about a financial condition from which the company found it was unable to free itself. Ready capital was imperative for the continuance of the business.

In order to meet this extreme situation, the company, by its officers, caused to be signed, promissory notes to the amount of \$26,000. The testimony on record in the United States District Court, Southern District of New York, shows that Frank B. Gorham, the secretary of the company, was given authority to negotiate these notes and that they were subsequently placed by the secretary in the hands of note brokers and by the latter transferred to third parties. The present holders testify that the transfer was made for bona fide consideration, although the secretary and president, and in fact, all the officers of the corporation are insistent in their statements that neither the company nor its officers ever received one dollar of value in return for these notes.

On April 26, 1912, a petition in bankruptcy was filed against the company by the Lincoln Trust Company of Jersey City, N. J. Grosset & Dunlap and John J. Tierney; Charles K. Carpenter was appointed receiver. Shortly after the filing of the petition the attorney for the bankrupt and a protective committee of creditors consisting of G. H. Berlin, of Berlin & Jones Envelope Company, A. W. Grosset of Grosset & Dunlap, and H. P. Burt of A. L. Burt Company, called a meeting of the creditors for the purpose of discussing the situation in the hope that some plan of settlement could be arranged. It was evident, however, at the outset that owing to the \$26,000 of notes which had been issued and which were then outstanding, it was practically impossible to save the business. Nevertheless, the re-

ceiver obtained permission from the Court to continue the business from April 26, 1912 to May 25, making purchases of merchandise etc. On May 28 an order of sale was signed by the Court but was postponed to take place on June 7 and 8. The company was duly adjudicated bankrupt on May 28. At the receiver's sale the highest bid for the property as a whole was \$6,305. The sale in lots totaled \$6,770 and the sale upon that basis was thereupon confirmed. On June 8, after the sale, an offer of \$7,700 cash for the stock was made by George W. Ogilvie, but the same was rejected. The three appraisers who had been appointed by the Court had appraised the property at \$5,264.65. The auctioneer's charges and disbursements amounted to \$579.50. According to the receiver's report the latter received in all \$9,755.96, disbursed \$3,906.28, of which \$1,484.50 was for rent. This left a balance of \$5,849.68 subject to the following fees:

Receiver.....	\$472.00
Attorney for Receiver.....	439.71
Appraisers.....	90.00
Special Master.....	56.00
Stenographer.....	18.80

leaving a balance to be turned over to the trustee of \$4,773.17.

There was a question and considerable discussion regarding the value of the lease. A special expert appraiser investigated the matter and informed the receiver that the lease was of little value and on June 26 the receiver, by order of the Court sold his right, title and interest to and in the lease for \$50.00.

While there came into the trustee's hands the above mentioned amount of \$4,773.17, there was outstanding and unsettled the question as to the liability of the receiver for the payment of \$856.67 remaining unpaid for the receiver's use and occupation of the premises. The referee ordered this paid by the trustee. The latter through his attorneys have appealed from this ruling and there has not as yet been any judicial determination of the matter.

On June 19, Frank B. Gorham, the Secretary, filed as required by law, schedules of the bankrupt showing as follows:

Taxes.....	\$104.00
Wages.....	709.50
Secured Claims.....	2,300.00
Unsecured Claims.....	140,491.00
Total Liabilities.....	\$143,605.50
The assets consisted of:	
Stock in Trade.....	\$24,000.00
Fixtures, etc.....	4,500.00
Debts due on open account.....	1,000.00
Total Assets.....	\$29,500.00

About 600 Creditors were listed on the schedules. The records in the referee's office at the present time show that 238 of these creditors have already proved their claims.

On July 22, 1912, the trustee was elected. Because of some questions as to the re-

ceiver's report the money in his hands was not transferred to the Trustee until December 30, 1912.

A mass of testimony has been taken by the attorneys for the trustee. Each officer of the bankrupt company has been carefully examined regarding the business and especially concerning the large note issue which was made just previous to the failure. Everything possible has been done to conserve the interests of the creditors. The strongest efforts have been put forward to save the estate the burden of the twenty-six thousand dollars of notes. It is hoped to have a dividend declared shortly.

FREDERICK M. LEONARD,
*Trustee.**

GERMAN NOTES.

Special Correspondence to the Publishers' Weekly.

STUTTGART.

A SHORT time ago a new establishment was added to the wholesale agencies by the foundation of the philological publishing house Violet, in Stuttgart—a wholesale agency for phonographical instruction. The enterprise is still in its infancy, but it is sure to flourish, as evidenced by the daily growing interest in the phonograph, especially in philological circles. It is possible for booksellers in dealing with school supplies, to get this machine with the records in a very short time by the cheapest transportation.

The times are past when we looked with suspicion at the inventions of Edison. Numerous technical improvements and the lower price, because of larger production, have opened a new sphere for the phonograph as a means of instruction. The circle of those interested in the machine was formed naturally, in this age, when distance no longer counts and the knowledge of foreign languages became indispensable for millions. How can one learn a foreign language most quickly? First, of course, by a longer stay in a foreign country, but this cannot always be realized on account of the great expense of such a visit. Secondly, by lessons with a private teacher, but these are often undesirable, since even the best native teachers cannot compete in pronunciation with educated foreigners, whose charges, on the other hand, are often very high. In the third place, there remains only self instruction, which is by far the least expensive and the most practical way for hundreds and thousands, especially as there are many good home-study methods. But, of course, the great difficulty has always been pronunciation. Even the best explanations could not help, and what is the use of learning a language only to find it impossible, after the hardest work at home, to make oneself understood in a foreign country? The difficulty is now overcome by the talking machine. Important houses,

[*Mr. Leonard is secretary of the Typo Mercantile Agency and an expert in bankruptcy matters. In this case the Typo Mercantile Agency and the Stationers' Board of Trade worked in unison for the election of a trustee in order that the trade might be represented fully, and Hastings and Gleason, attorneys for the Stationers' Board of Trade, are the attorneys for the trustee.—ED. P. W.]



AN A. C. MCCLURG WINDOW DISPLAY FOR PARRISH'S
"THE AIR PILOT."

In the center of the window was placed a rare old print taken from a newspaper of 1833. This print shows the comic artist of that time ridiculing the coming of the railroad, and predicting that man will soon attempt even to travel through the air. A race between the primitive type of railway train then in use, a man on horseback, and the artist's wild dream of the coming aeroplane lends irony to the picture. This contrasted with the model of the latest type of aeroplane in the upper part of the window gave news value to the display.

like Langenescheid in Berlin, Weidmann in Berlin, H. G. Elwert in Marburg, and Wilhelm Violet in Stuttgart have had made many excellent records for their publications on modern languages. Famous phonetic teachers, such men as Prof. Thudichun, Prof. Reko, the head teachers Driesen, Doegen and Dr. Wolter and many other well-known masters of recitation speak the text, and with the record the student receives a guide, which helps him to overcome the difficulties of pronunciation. The most essential part, the melody of language, is grasped by the student almost unconsciously, and in place of a dry study the language comes with all its vitality. The talking machine is to be introduced into the schools as a help for teachers. In parts of the country where much dialect is spoken its excellent recitals are utilized to improve the pronunciation of the children. One of the features of the phonograph is that it strives for good pronunciation.

With what success it has been used in schools, Prof. Gebhardt Schatzmann of Vienna, describes in the *Austrian-Hungarian Journal of Phonographs* in 1908.

"I had," he says, "heard the phonograph several times in the meeting room and I

especially liked the Schwaeische Kunde by Uhland. I had this poetry repeated by the phonograph for my pupils, and the effect was decidedly good. Since the pupils knew this poem by heart, I had it repeated immediately after the recitation of the phonograph. To my great delight I could observe how most of the children had imitated the strong emphasis on single words. The pronunciation also became clearer and better. Each of the pupils imitated the recitation so well, that the artist would have had great pleasure in hearing them himself."

The phonograph also takes an important roll in the theological, juridical and philological seminaries of our universities. It serves for rhetorical and also for philological education. Thus lately some dialect poets in England, who live in the distant villages of Westmoreland and Yorkshire were visited by young Germans and induced to come to London. There they recited their poetry for the records, which form now the foundation for a number of works on the peculiarity and limitations of English dialects, at the English seminary of the Berlin university.

The first of these researches has been published by Mayer & Mueller in Berlin under the title: "The language of the Dialect poet F. Robinson of Bowness in Westmoreland" by Dr. J. Sixtus of Berlin. Yet not only in philological fields has the machine been used with success; it has also been found valuable in medicine, for investigation of heart trouble and in jurisprudence for preliminary examinations. It is also used in the study of music, and as a political and commercial means of advertisement. Its chief use, however, will be in philology. The necessity of pushing this branch of the book trade, of creating an information centre, has come from the development of the phonograph in the last decade. It may interest you to glance at the first stocklist of the wholesale house for phonographical school supply. It is divided into six groups: German, English, French, Italian, Spanish, and Russian. According to the number of records the first group is best represented, the last least. There is a complete list of all records that have been issued for the study of foreign languages. In each language there is an ample selection of prose, fairy tales, speeches, conversations, phonetic exercises, dramas, etc. Of especial inter-

est in the English group are the records of classical works recited by H. Beerbohm-Tree, Canon Fleming, W. S. Holloway, J. G. Tollemache, Sinclair, Albert Whelan and others.

Politics is represented by A. Bonar Law with the leader of the opposition A. Message, Lloyd George by his speech on the budget, Taft by "Labor and its Rights" or "The Farmer and the Republican Party." There are also records of Robert E. Peary, Sir E. Shackleton, an enormous mass of political poetry and English and Scottish songs. Good care has been taken to have abundance and variety in the study of English and other languages. We hope that the school supply trade, which flourishes in the German book-trade, will put forth its best efforts to help this new enterprise by endeavoring to keep a complete stock of records, and by promoting phonographical instruction. H. PURPUR.

SHAKESPEARE FOLIO BRINGS \$9,750.

THE gem of the sale at Sotheby's, July 8, of the collection of printed books, autograph letters and illuminated and other manuscripts from the library of the late Bram Stoker was a first folio edition of Shakespeare's histories, comedies and tragedies, the Dryden copy, printed in 1623, for which Sabin paid \$9,750. A collection of forty rare pamphlets issued during the lifetime or immediately after the death of George Washington, including his last official address to the legislatures of the United States, brought only \$80.

Important and interesting copyright agreements of distinguished authors, including Gray and Savage, brought from \$100 to \$1,000 each.

Knoedler paid \$2,000 for William Hazlitt's "Life of Napoleon Buonaparte," with 1,750 engraved portraits, views and battle scenes, by the most eminent artists, dated 1828.

Naylor paid \$1,000 for a second folio of Shakespeare's works as expurgated by the Inquisition of Spain, dated 1632. Quaritch paid \$1,000 for Henry Southgate's "A Dictionary of Illustrated Fact and Suggestive Thought," and Addison bought Marie Antoinette's copy of the "Offices for Holy Week," in Latin and French, for \$450. The total for the sale was \$26,840.

OBITUARY NOTES.

WILLIAM H. LEE, member of the well known publishing firm of Laird & Lee, of Chicago, died at his residence at 1614 Washington boulevard, from heat prostration on July 1. He was born in Philadelphia sixty-six years ago, and started his publishing firm in a little room in Lake street Chicago in 1887. The firm is well known in the trade for its extensive publication of dictionaries and text books. Mr. Lee was a bachelor.

ALEXANDER MOORE, of South Boston, whose death at Ashland, N. H., was announced last week was long well known in the book business and literary circles in Boston. He was eighty-three years of age and his death came as the result of his years, rather than from any direct illness.

All his life, from the time he was a young man, had been spent in the book publishing and selling trade. He was born near Londonderry, in the North of Ireland, and had a bookstore there before coming to America, after the death of his father. He established his book printing and bindery business in Boston in 1850, and at the time of the great fire in 1872, he was burned out at his place of business, 21 Franklin Street.

Gathering needed equipment together, Mr. Moore made a fresh start, this time in the old-time building at the corner of Washington and School Streets, the ground floor of which was for so long the "Old Corner Bookstore." Alexander Williams, head of that business, was a personal friend of Mr. Moore and persuaded him to continue in his trade in the historic building, where he remained for about thirty-seven years. For the past five years he had been located at 11 Hamilton place.

In his long business career Mr. Moore counted among his personal friends the great literary men of the day who frequented the Old Corner Bookstore and found their way readily up stairs to the publishing rooms.

Mr. Moore retired from active business last fall, turning the affairs over to his son, Alexander Moore, Jr., who since he was a young man has been associated with his father in business, and has made his home with him.

For fully forty years Mr. Moore has been a member of the General Theological Library, and was on its honored "life" list. He was also a member of the Appalachian Mountain Club almost from its beginning, a Mason and a member of other organizations.

LITERARY AND TRADE NOTES.

REPORTS of the condition of Jack London, the author, who recently underwent an operation for appendicitis, indicate steady improvement.

"PEGGY RAYMOND'S VACATION," a current Page publication is a genial domestic tale, by Harriet Lummis Smith, the writer of the "Friendly Terrace Series."

HENRY HOLT AND CO. announce that "The Yoke of Pity," which is a translation of Julien Benda's "L'Ordination," by Gilbert Cannon, will be issued on July 21.

HOUGHTON MIFFLIN COMPANY announce a third edition of Henry Sydnor Harrison's novel, "V. V.'s Eyes," and a second edition of Frances N. S. Allen's novel "The Invaders."

A VALUABLE new contribution to the Modern Criminal Science Series is Gustav Aschaffenburg's "Crime and its Repression," translated by Adalbert Albrecht. Little, Brown Co. are the publishers.

"AESOP'S FABLES" with an introduction by Elizabeth Luther Cary and pleasing illustrations in color by J. M. Condé; also a new edition of Anna Sewell's "Black Beauty," are just out from the Platt & Peck Co.

MESSRS. GINN & CO. announce the publication of a volume of "Anniversary Papers," by colleagues and pupils of Professor George Lyman Kittredge, commemorating the com-

pletion of his twenty-fifth year of teaching in Harvard University.

"OLIVER HAZARD PERRY AND THE BATTLE OF LAKE ERIE" (John Phelps, Detroit) is an interesting and well written account of the famous naval engagement, the preparation leading up to it and the subsequent career of the great commander.

Two of the most noteworthy Macmillan books of recent issue are the third volume of "Trans-Himalaya," relating discoveries and adventures in Thibet, by Sven Hedin; and Bishop Lightfoot's, "The Apostolic Fathers," comprising the Greek texts, English translations, notes and introductions, edited by J. R. Harmer.

AT the Library of St. John's College, Cambridge University, it has been discovered that about 300 volumes, some of them of value, were mutilated. Many of the books bore cuts measuring from a quarter to half an inch in length. At the top of the back of the bindings a card bearing the words "Votes for Women" was found.

ADVANCE orders for Rex Beach's new novel "The Iron Trail," which will be published August 23, have already proved far greater than was expected. Though its publishers, Harper & Brothers, had prepared to meet a larger demand than for "The Net," they have found it necessary to go to press for reprinting this far ahead of the date of publication.

CUPPLES & LEON, publishers of attractive books for young girls, have just issued a new volume entitled "Dorothy Dale in the City." The firm report large advance orders for their new "Ruth Fielding Series," by Alice B. Emerson. "The Motor Girls on the Coast," is announced for immediate publication in the Motor Girls Series.

BIRD lovers will welcome the appearance of the "Western Bird Guide," issued by Doubleday, Page & Co., as a complement to their bird guides for the eastern part of the country. Particular attention has been given to accuracy of line and color in the numerous illustrations, which add greatly to the value and attractiveness of the manual.

FRENCH STROTHER, who was on the staff of the *World's Work* several years ago, before going to San Francisco, is filling the vacancy on that publication left by Arthur Page, who has succeeded his father, Walter H. Page, the new ambassador to Great Britain. Arthur Page has also taken over the work laid down by the late Henry Peyton Steger as literary executor of O. Henry.

ON July 17 three novels were issued by Doran: "Aunt Olive in Bohemia," a bubbling love and laughter story, by Leslie Moore; "Keren of Lowbole," by Una L. Silberrad, with a background of witchcraft and Puritan persecution; and "Discovering Evelina," by F. Frankfort Moore, a pleasing love-story of which Fanny Burney, Dr. Samuel Johnson's protégé, is the heroine.

REV. HERBERT B. GWYN, who recently left a Chicago parish to become editor of the reorganized *Churchman*, has resigned. The *Churchman* is the spokesman of the Low

Church party in opposing the change of the name of the church to "American Catholic," as *The Living Church* in Milwaukee is the organ of the High Church faction. The change of name controversy is said to have influenced Mr. Gwyn's resignation, but this is denied.

MICHELL KENNERLEY has just issued a volume of essays by Edwin Björkman, entitled, "Voices of to-morrow: critical studies of the new spirit in literature." Studies of Strindberg, Björnson, Selma Lagerlöf, Maeterlinck, Bergson, Gissing, Conrad, and others appear in the volume. Most of the essays have been previously published in various magazines, but the Strindberg study has been wholly rewritten, and one of the essays on Robert Herrick is new.

THREE helpful stories of modern life, by David Graham Phillips, have just appeared in a volume entitled, "Degarmo's Wife" (D. Appleton & Co.) The title story gives an idea of how much a wife can do with a little clever management to make the domestic pathway smooth. The second story, "Enid," develops the idea that a young married couple should not too readily jump to the conclusion that they are the victims of "an unhappy marriage." "White Roses and Red," an intensely real narrative, deals with the love of a young girl for a middle-aged man.

VISITING BUYERS—NEW YORK CITY.

FOR THE WEEK ENDING JULY 16, 1913.

- A. A. Johnson, representing the Geo. MacBain Co., Inc., Roanoke, Va.
- A. B. Arleigh, of the A. B. Arleigh & Co., Honolulu, T. H.
- Mr. Schneider, representing Green-Joyce Co., Columbus, Ohio.
- C. C. Chrismar, representing Dives Pomeroy & Stewart, Reading, Pa.
- The Du Pre Book Store, Spartanburg, S. C.
- C. H. Magee, of Salem, Va.
- J. R. Dolin, of Hinton, W. Va.
- E. C. Melledge, of Glen Cove, N. Y.
- Joseph Stern, representing Loveman, Joseph & Loeb, Birmingham, Ala.
- Hodge Bros., of Cobleskill, N. Y.
- J. K. Gill, of the J. K. Gill Company, of Portland, Oregon.

BUSINESS NOTES.

BRENNHAM, TEX.—The Knolle Book and Stationery Store has been conveyed to L. Landgray, who will move the stock to his own store.

GREENSBORO, N. C.—The Barham-Hume Book Store has gone into the hands of a receiver.

NEW ORLEANS, LA.—Geo. F. Williams, bookseller, is reported to have sold out.

OAKLAND, CAL.—W. T. Machen, dealer in books and stationery, 582 14th Street, is preparing to retire from business.

SALT LAKE CITY, UTAH.—The O. & N. Book Shop, W. L. Morgan, manager, has failed.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fo. (48mo: 10cm.). Sq. obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Adam, J: Douglas. Letters of father and son during college days. N. Y. and Chic. Revell. c. 207 p. 12°, \$1 n.

Adams, C: Kendall, and Trent, W: Peterfield. A history of the United States. Rev. ed. Bost., Allyn & Bacon. c. 23 + 612 p. ill. pors. maps. 12° (Allyn and Bacon's ser. of school histories), \$1.50.

Adams, H: Sherman. Flower gardening. N. Y., McBride, Nast. c. 5 + 253 p. pls. 12°, \$1.20 n.

Lilies; being one of a series of flower monographs. N. Y., McBride, Nast. c. 4 + 116 p. pls. 12°, \$1 n.

Adams, R: Laban. Field manual for sugar beet growers; a practical handbook for agriculturists, field men and growers. Chic. Beet Sugar Gazette Co. c. 6 + 134 p. il. 12° \$1.

Addingley, Amy, comp. Friendship. N. Y., Platt & Peck. c. 94 p. O. ooze leath., \$1.25, bxd.; pap., 75 c., bxd.

Selections in prose and verse. Cover design is hand colored and pages are decorated.

Aesop. Aesop's fables; with an introd. by Elisabeth Luther Cary; il. by J. M. Condé. N. Y., Platt & Peck. c. '05. 259 p. O., \$1.

Formerly published by Moffat, Yard & Co.

Albertolli, Giacomo. The architecture, decoration and ornament of the royal palaces of Milan. Bost., G. H. Polley & Co. il. 8°, \$22.

Aldin, Cecil C: Windsor. Painting book: the farm yard. N. Y., Dutton. 22 p. il. 4° (Cecil Aldin's painting books) pap., 50 c.

Alexander, H: The place-names of Oxfordshire, their origin and development; with a preface by H: Cecil Wyld, Oxford. N. Y. [Oxford Univ.] 251 p. (5 p. bibl.), 8°, \$1.75 n.

Alexander, J: L. Sunday-school and the teens. N. Y., Assn. Press. c. 450 p. D. \$1 n.

American Home Economics Association. Syllabus of home economics; prepared by Committee on Nomenclature and Syllabus. Balt., Am. Home Economics Assn. c. 69 p. 8° (Pub. for Ellen M. Richards Memorial Fund) 50 c.

American (The) library annual, 1913; including index to dates of current events; bibliographies; statistics of book production; lists of library and booktrade periodicals and organizations; select lists of libraries; directories of publishers and booksellers; list of private collectors of books, etc. N. Y., Publishers' Weekly. c. 468 p. Q. \$5 n.

Annual (The) register; a review of public events at home and abroad for the year 1912. New ser. N. Y. Longmans. 12 + 152 p. O. \$6.

Annual tables of constants and numerical data; chemical, physical and technological. v. 2, 1911. Chic., Univ. of Chic. c. 800 p. 4°, \$7.20 n.; pap., \$6.40 n.

Armstrong, Sir Wa. Lawrence; with 41 plates. N. Y. Scribner. 11 + 199 p. O. \$6.50 n.

Life of Sir. Thomas Lawrence, showing development of the man and artist. There are many reproductions from his paintings and a catalogue of his works. Index.

Aschaffenburg, Gustav. Crime and its repression; tr. by Adalbert Albrecht; with an editorial preface by Maurice Parmelee; and an introd. by Arth. C. Train. Bost., Little, Brown. c. 28 + 331 p. O. (Modern criminal science ser.), \$4 n.

By editor of *Monthly Journal of Criminal Psychology and Criminal Law Reform*. Heidelberg. Book surveys concisely the whole field of data and methods of crime repression, giving special chapters to statistics and practical measures. Index.

Auchincloss, W: Stuart. The dates of the Holy Bible; an abr. ed. of Auchincloss' chronology of the Holy Bible. N. Y., Van Nostrand. c. 12. 40 p. fold. tab. 8°, 75 c. n.

Baldwin, May. Barbara Baldwin, a public school girl. Phil., McKay. 315 p. il. D. (Girls' own lib.) 75 c.

Bello, Hilaire, i. e., Jos. Hilaire Pierre. Stane Street; a monograph; il. by W: Hyde. N. Y., Dutton. 12 + 304 p. 8°, \$2.75 n.

Bennie and Jennie; a story for little tots, by Uncle Milton. N. Y., Cupples & Leon. c. '07, n. p. il. obl. S. (Sunbonnet ser.), 35c.; bds., 20 c.

Besant, Mrs. Annie Wood. Theosophy and the Theosophical Society; four lectures delivered at the thirty-seventh annual convention of the Theosophical Society at Adyar on December 27th, 28th, 29th and 30th, 1912. Chic. Theosophical Pub. Ho. c. 3 + 95 p. 12° 65 c.

Bible. New Testament. The Washington manuscript of the four Gospels; by H: A. Sanders. [Ann Arbor Mich. Univ. of Mich.] 7 + 247 p. facsimis. 8° (Studies humanistic ser.) \$2.

Browning, H. S. The auction-bridge book; a complete treatise with the rules of the game and a chapter on the new scoring ("lilly-bridge"). N. Y., Dutton. 20 + 284 p. 12°, \$1 n.

Budd, C.; tr. Chinese poems. N. Y., [Oxford Univ.] 174 p. 8°, \$1.40 n.

Contents: A few remarks on the history and construction of Chinese poetry; the technique of Chinese poetry; Biographical notes of a few of the more eminent Chinese poets; Poems.

Bull, A. E. Pitman's commercial travelling; a guide to the profession for present and prospective salesmen "on the road." N. Y., Pitman. 166 p. 12°, \$1.

- Byers, And. L., and Johnson, Eva R., comps.** Treasures of poetry; being an extensive collection from the best productions of poetry and song representing a wide range of authors and containing poems of the home circle, narratives, beauties of nature, poems of sentiment and reflection, of sorrow and bereavement, of childhood and youth, etc., and a large department of poems relating to religion and the spiritual life. Anderson, Ind., Gospel Trumpet Co. c. 607 p. pls. 8°, \$2.
- Byrnes, Ja. C., and others.** Pupils' arithmetic. Primary book. pts. 1, 2. N. Y., Macmillan. c. 14+216; 9+218 p. D. pt. 1, 26 c. n.; pt. 2, 30 c. n.
- Canfield, Leon Hardy.** The early persecutions of the Christians. N. Y., Longmans. c. 215 p. (6 p. bibl.) O. (Columbia Univ. studies in history, economics and public law), pap., \$1.50 n.
- First part begins by discussing the legal basis of the persecutions, then takes up the various Roman emperors and the persecutions under them. Second part is made up of selections from the source material bearing on the period. Each chapter in first part corresponds to one in second, giving source of the expressed opinion.
- Chadwick, Lester.** Baseball Joe at Yale; or, pitching for the college championship. N. Y., Cupples & Leon. c. 2+248 p. pls. 12° (Baseball Joe ser.), 60 c.
- The eight-oared victors; a story of college water sports. N. Y., Cupples & Leon. c. 2+314 p. pls. 12° (College sports ser.), \$1.
- Classen, E.** On vowel alliterations in the old Germanic languages. [N. Y., Longmans.] 11+91 p. (2½ p. bibl.) O. (Univ. of Manchester publs., Germanic ser.) \$1.20 n.
- Clay, Jos.** Letters of Joseph Clay, merchant of Savannah, 1776-1793 and a list of ships and vessels entered at the port of Savannah for May, 1765, 1766 and 1767. [Savannah, Ga., Morning News.] c. 259 p. por. pls. fold. maps. fold. tabs. 8° (Collections of the Ga. Hist. Soc.), \$3.50.
- Cooke, Bp. R: Jos.** Freedom of thought in religious teaching. N. Y. and Cin., Meth. Bk. Concern. c. 145 p. D. \$1 n.
- Brochure indicating the limits of critical thought and ecclesiastical authority. In general plan, the writer proceeds from the beginnings of Christianity, through the church fathers, the successive opposing factions, and the modern phases of higher criticism. Book seeks in a non-partisan manner to diminish the antagonism between conservative defenders of the faith and progressive interpreters of the Scriptures.
- Cooledge, Rev. C: E.** The sunny side of bereavement; as illustrated in Tennyson's "In memoriam." Bost., Badger. c. 13+53 p. D. \$1 n.
- Helpful suggestions for those who have lost some one dear to them. Contains an analysis of "In memoriam."
- Cope, E: A.** Filing systems; their principles and application to modern office requirements. N. Y., Pitman. 192 p. 12°, \$1.
- Coulter, J: Merle.** Elementary studies in botany. N. Y., Appleton. c. 9+461 p. il. D. (Twentieth century text-books), \$1.30. By head of Department of Botany, University of Chicago.
- Cowles, H: C.** The plant societies of Chicago and vicinity. Chic., Univ. of Chic. 76 p. 8° (Geographic Soc. of Chic. bull.), 50 c. n.
- Dewey, Melvil.** Decimal classification and relative index for libraries, clippings, notes, etc. 8th ed. Lake Placid Club, N. Y., Forest Press. 795 p. Q. \$6; flexible Persian or Chivers duroflexil niger, \$7; leath., \$8; Index alone, \$3; Persian, \$4.
- Dilnot, Fk.** The adventures of a newspaper man. N. Y., Dutton. 320 p. 8°, \$2 n.
- Dunhill, T: F.** Chamber music; a treatise for students. [N. Y.] Macmillan. 311 p. facsim. O. (Musician's lib.) \$3.25 n.
- Durran, W:** The lawyer, our old-man-of-the-sea. N.Y., Dutton. 28+552 p. 8°, \$2.75 n.
- Emerson, Alice B.** Ruth Fielding of the Red Mill; or, Jasper Parloe's secret. N. Y., Cupples & Leon. c. 204 p. il. D. (Ruth Fielding ser.), 60 c.
- Ruth coming from the West to live in the Red Mill with Uncle Jabez and Aunt Alvira has an unpleasant time of it, but fortunately meets good old Doctor Davidson, who helps her out of her difficulties. At the Red Mill Ruth finds plenty of excitement, what with floods, accidents, picnics, school affairs, and finally her discovery of Uncle Jabez's valuable cash box.
- Golden** (The) hour painting book; with simple lessons in drawing. N. Y., Platt & Peck. c. n. p. il. obl. O. bds., \$1.25.
- Golfrap, J: H., ["Wilbur Lawton," pseud.].** The dreadnought boys on aero service. N. Y., Hurst. c. 282 p. pls. 12°, 50 c.
- Gollancz, Hermann, ed. and tr.** The book of protection; being a collection of charms, now ed. for the first time from Syriac MSS.; with tr., introd., and notes; with 27 illustrations. [N. Y., Oxford Univ.] 87+103+7 p. facsimis. 8°, \$4.20 n.
- Gómara, Francisco López de.** Annals of the Emperor Charles V; Spanish text and English tr. ed., with an introd. and notes, by Roger Bigelow Merriman. [N. Y., Oxford Univ.] 55+302 p. por. 8°, \$4.15 n.
- Gould, F: Ja.** Moral instruction; its theory and practice; pub. under the auspices of the Moral Education League, London. N. Y., Longmans. 12+196 p. D. 90 c. n.
- "Moral education is such a training in the service of the larger life as invokes personal hygiene, self-development and character building." These are the aims of the instruction here outlined.
- Griffis, W: Elliot.** The mikado's empire. 2 v. 12th ed., with 8 supplementary chapters including history to beginning of 1912. N. Y., H. ryer. c. il. pls. pors. map. 8°, \$4 n.
- Grillparzer, Franz.** Libussa; trauerpiel in fünf aufzügen; ed. with introd. and notes, by G: O. Curme. N. Y., Oxford Univ. c. 109+186 p. pls. pors. 12° (Oxford German ser.), 60 c. n.
- Gruelle, J: B.** Mr. Twee Deedle. N. Y., Cupples & Leon. c. n. p. il. in col. obl. Q. bds. 60 c.
- Hauff, Wilhelm.** Caravan tales and some others; freely adapt. and retold by J. G. Hornstein; il. by Norman Ault. N. Y., Stokes. 16+337 p. 8°, \$1.35 n.
- Hawley, Harriet Eunice.** A woodland party; il. by Loretta Low. N. Y., Cupples & Leon. c. 49 p. Q. \$1.25.
- Verses illustrated in color telling how a little girl invited all her Mother Goose friends to a party in the woods.

- Hedin, Sir Sven Anders.** Trans-Himalaya; discoveries and adventures in Tibet; with 156 il. from photographs, water-color sketches, and drawings by the author, and 4 maps. v. 3. [N. Y.] Macmillan. 15+426 p. O. \$4.50 n.
Gives a full relation of author's travels near the source of the Indus, in the highlands and peaks of western Tibet, and the Sutlej valley. Interesting notes on the life of the nomad inhabitants, and on cities and scenery never before visited by a white man, are diversified by brief historical reviews of all the journeys of exploration which have ever touched the region, and by chapters of popular science. Earthquakes, visits to temples, meals, fights, and conversations with natives, all manner of risks in climbing mountains and fording rivers, crowd the book's pages. Index.
- Hiorns, Arth. Horseman.** Mixed metals or metallic alloys. 3d ed. completely rev. and enl. [N. Y.] Macmillan. 12. 20+469 p. il. tab. diagrs. D. \$1.50 n.
- Hobhouse, Leonard Trelawney.** The labor movement. 3d ed., completely rev. N. Y., Macmillan. 12. 159 p. D. \$1 n.
- Hurlbut, E: H.** Lanagan, amateur detective, with il. by Frederic Dorr Steele. N. Y. Sturgis & W. c. 287 p. D. \$1.25 n.
Stories about a San Francisco reporter with remarkable detective gifts. *Contents:* Whither thou goest; Paths of judgment; Conspiracy of one; Whom the gods destroy; The ambassador's stickpin; Whatsoever a man soweth; The Pendleton legacy; At the end of a long night; The dominant strain; Out of the depths.
- Keble, J:** Keble's Lectures on poetry, 1832-1841; tr. by E: Kershaw Francis. 2 v. [N. Y., Oxford Univ.] 434; 534 p. 8° \$4 n.
- Kewt** painting book for young people; with easy drawing lessons. N. Y., Platt & Peck. c. n. p. bds., 25 c.
- Klickman, Flora.** The craft of the crochet hook. N. Y., Stokes. il. 8°, bds., 60 c. n.
- Koester, Fk.** Electricity for the farm and home; with an introd. by T: Commerford Martin. N. Y., Sturgis & W. c. 20+279 p. il. D. (Farmer's practical lib.) \$1 n.
Tells what has been done by farmers in Europe and America, in using electricity instead of horses and mules. There are chapters dealing with general utilization of electricity in rural districts. Some chapter headings are: Central station service; Generating electric power; Cost of operation; Electricity in the preservation of farm products; Electric stimulation of vegetation, etc. Index.
- Lamb, Horace.** Statics, including hydrostatics and the elements of the theory of elasticity, by Horace Lamb. [N. Y., Putnam.] 12. 12+341 p. diagrs. 8°, \$3.25 n.
- Lasance, Rev. Fs. Xavier.** Blessed sacrament book. N. Y., Benziger. c. 40+1227 il. S. \$1.50; leath., \$2, bxd.
- La Touche, Everard Digges.** The person of Christ in modern thought; the first series of Donnellan lectures for the year, 1911-1912. Bost., Pilgrim Press. c. 418 p. 8°, \$2 n.
- Lawrence, J: B:** The biology of the cross; lectures delivered at the Southwestern Baptist Theological Seminary. N. Y. and Chic., Revell. c. 128 p. 12°, 75 c.
Contents: The biology of the cross; Christ the head of a new humanity; The embryology of the new life; The psychology of faith; Spiritual growth; The cross of Christ the mission imperative.
- Lees, Frederic.** Wanderings on the Italian Riviera; the record of a leisurely tour in Liguria; with a front. in col. by Edith S. Lees; 60 photographic il. by the author and a map. [N. Y.], Pitman. 12. 15+350 p. 8°, \$3.
- Levison, Jacob Joshua.** Studies in trees. 16 pamphlets, 1-9. N. Y., Wiley. il. 8° (Wiley technical ser.), 1-8, ea., 5 c.; 9, 10 c.; complete, 50c.
- Little Karl;** a story for children; by Uncle Milton. N. Y., Cupples & Leon. c. '08. n. p. il. Q. (Sunbonnet ser.), 35 c.; bds., 20 c.
- Little Susie Sunbonnet** and how her year was spent; a story for little tots, by Uncle Milton. N. Y., Cupples & Leon. c. '07. n. p. il. O. (Sunbonnet ser.), 35 c.; bds., 20 c.
- Madison, Mrs. Lucy Foster.** Bee and butterfly; a tale of two cousins; il. by Adelia B. Beard. Chic., M. A. Donohue & Co. c. 328 p. D. \$1.
Story of Beatrice Raymond, whose father, a scientist, is absorbed in his work and apparently cares little for his motherless daughter. Bee helps him with his moths and butterflies, frequently displeasing him, while her pretty cousin Adele seems always right. Before the book ends, Bee finds that she is mistaken and becomes her father's constant friend and companion.
- Maha-vamsa** (The); or, great chronicle of Ceylon; tr. into English by Wilhelm Geiger, assisted by Mabel Haynes-Bode. N. Y. [Oxford Univ.] 65+300 p. 8°, \$4 n.
- Mannering, Ethel Turner, comp.** Heart throbs of sentiment. N. Y., Platt & Peck. c. 96 p. O. ooze leath., \$1.25, bxd.; pap., 75 c., bxd.
Selections in prose and verse. Cover design is hand colored and pages are decorated.
- Martin, T: Thdr.** Redemption and the new birth. N. Y. and Chic. Revell. c. 220 p. 12°, \$1 n.
- Meynell, Mrs. Alice Thompson.** Poems. N. Y. Scribner. 117 p. D. \$1.50 n.
- Mills, Ja. Cooke.** Oliver Hazard Perry and the Battle of Lake Erie; il. with pictures of battle scenes from rare old engravings. Detroit, Mich., J: Phelps, 1033 Majestic Bldg. c. 278+6 p. (5 p. bibl.), O. \$1.50 n.
Life of the hero of the Battle of Lake Erie, telling of his career both before and after that event, but devoting particular attention to the War of 1812's naval engagements.
- Mills, Wesley, i.e., T: Wesley.** Voice production in singing and speaking based on scientific principles. 4th ed. Phil., Lippincott. c. il. 8°, \$2 n.
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McLellan, Campaigns of Stuart Cavalry. English as She is Spoke, Carolino. Renan, Gospels. Renan, Hadrian. Gen. Henry Lee's Memories of the Revolution. Life of Gladstone, G. W. E. Russell. Society of Elizabethan Age, Hall. Lives of the Queens of England, 6 vols., Strickland. The Quiet Singer, Towne. Master Rogue, Phillips. Rat Trap, Wyllarde. Darby O'Gill and the Good People, Templeton. 2 copies. Griselda, Marion Grey.**The Children's Bible**, with introd. by Bishop Potter. Log of a Sea Waif, Bullen. Nelson's Lady Hamilton, Moorehouse. Le Plougeous Monuments of Mayas and Their Historical Teachings. Ruffino, Ouida.**Salem Witchcraft**, 2 vols., 1867, C. Upham, Boston. Life of Napoleon, pub. at Salem, Ind., 1817.**Pylodet's Gouttes de Rosee**.

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 Marvelous Story of Man, Douglas Lind.
 Mutual Banking, Greene.
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Paradise Found, Warren.

Albert Britnell, 263-265 Yonge St., Toronto, Can.
 Rose, R. C., At the Sign of the Ginger Jar.
 Sharp, D. L., Face of the Fields.

Edmund D. Brooks, 89 10th St. S., Minneapolis, Minn.

Miss Leslie's Complete Cookery, Directions for Cookery in its Various Branches, 1st ed., 1837., pub. by E. L. Carey and Hart, Phila.

O. Henry's Sixes and Sevens, 1st ed.

D. A. Callahan, 164 S. Main St., Salt Lake City, Utah.

Battles and Leaders of the Civil War.
 Sloan's Napoleon.

U. S. and Foreign Stamp Collections.

Wm. J. Campbell, 1623 Chestnut St., Phila., Pa.
 G. W. B., Historical Sketches Relating to Settlement of Friends at Falls.

Davidson & Stuve, History of Illinois.

History of Ill. and Life of Edwards.

Jevne & Almini, Chicago Illustrated.

Keith, Provincial Councillors of Pa.

Wilton & Cheadle, Northwest Passage.

Penna. German Society Proceedings, 1-20.

Reynolds, Illinois in the Olden Time.

Richardson, Pamela, 1741 ed.

Swann, Indians of Cape Flattery.

Thrilling Incidents of Penna. History.

Campion & Co., 1316 Walnut St., Philadelphia, Pa.
 Quebec Under Two Flags, by Doughty & Dionne.
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 Guizot's France, 8 vols., London, vol. 4 only.
 Sparks' Washington, large paper, vols. 11 and 12.
 Colloquies of Erasmus, 2 vols.

N. E. Chambers, 423 W. 117th St., New York.
 The United States Catalog, Books in Print, Jan., 1912,
 Wilson Co.
 Other bibliographical aids.

W. Lee Chambers, Eagle Rock, Cal.
 Catalogue of a collection of books on Ornithology in
 the library of Frederic Gallatin, Jr.

Chicago Medical Book Co., Congress & Honore Sts., Chicago, Ill.
 International Clinics, 1912, vol. 3.

City Book Co., 711 N. Howard St., Baltimore, Md.
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Singleton's Furniture of Our Forefathers, illus.
 Soule's English Synonyms.
 Days of Lamb and Coleridge, Lord, 1893.
 Henderson's Life Stonewall Jackson, 2 vols.
 Bartlett's Dictionary Americanisms.

City Library Association, Springfield, Mass.
 Prout, E. Harmony, its theory and practice, Scribner.
 Tourgee, Fool's Errand, 2 copies.
 Merriman, Barlarsh of the Guard, 2 copies.
 Wister, Jimmyjohn Boss.
 Howells, Pair of Patient Lovers.
 Braddon, M. E., Eleanor's Victory.

A. H. Clark Co., Caxton Bldg., Cleveland, O.
 Newspapers, any sets or runs of.
 Butler, Family Genealogy, c. 1910.
 McLean, J., 25 Years in Hudson Bay Terr., 2 vols.,
 1849.
 Cal. Senate Comm. on Chinese Immigration Rept., 1877.
 Egle, W. H., Notes and Queries on Pa.
 Gentry, R., Forms of Planequartic Curves, 1896.
 Kinley, D., Trusts, 1899.
 Macrosty, H. W., Trusts and the State, 1901.
 Welles' American Antiquities.

Chas. W. Clark Co., 128 W. 23d St., New York.
 Ritual of the Altar, ed. by Rev. Orby Shipley, Long-
 mans, 1878.

W. B. Clarke Co., 26-28 Tremont St., Boston, Mass.
 Grasses, Sedges and Rushes, by Knobel.
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 Mystery of the Court of London, 16 vols., formerly
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 Panama Canal and its Makers, by Cornish.
 Peace Conference at the Hague.
 Old Merchants of New York, vols. 2 and 5, ed. 1885.
 Panama Canal, Past and Present.

L. S. Donaldson Co., Minneapolis, Minn.
 Creation Centered in Christ, vol. 2, by Guinness.

Daniel Dunn, 677-679 Fulton St., Brooklyn, N. Y.
 Works of E. A. Poe, N. Y., 1850, odd vols.
 Grote's Greece, Harper, 12mo, vol. 1 only.

E. P. Dutton & Co., 681 5th Ave., New York.
 Fuller, Home, Health and Economy.
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 New International Encyclopedia, $\frac{1}{2}$ or $\frac{3}{4}$ leather
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Naval Magazine, N. Y., 1836, any nos. or comp.
 Conrad, Unionidae, Nos. 1, 2, 12, 13, Phila., 1835-8.
 Cooper, Battle of Lake Erie, 1843; American Demo-
 crat, 1838; Trial: Cooper vs. Greeley, 1843; Precau-
 tion, 1820; Spy, 1821; Pilot, 1823.
 Cooper, 1st eds., in original bindings, odd vols.
 Allyn, Old Sailor's Story, Norwich, 1879.
 N. E. Review, Hartford, 1831-2, any.
 N. E. Mag., 1835, any nos. or vols.
 Evergreen, N. Y., 1840-41, any nos. in wraps.
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 Amateur, Boston and N. Y., 1831-32, any.
 Collegian, Cambridge, 1830, Nos. 2, 5.
 Cozen's Wine Press, complete or odd vols.
 Thackeray, Lovel the Widower, 1860; Roundabout
 Papers, 1863; Denis Duval, 1864; Catherine, 1869;
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 Tales for You, Phila., 1841.
 Cornell, 80 Years Ashore and Afloat.

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 Mariner's Library, Boston, 1833.
 Cary, Josephine Gallery, 1859.
 Miriam Coffin, 1834.
 Great Streets of the World, 1894.
 Forrester, H. W. Herbert, Warwick Woodlands.
 Forrester, Quorndon Hounds.
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 James, Henry, Passionate Pilgrim, 1875; Transatlantic
 Sketches, 1875; American, 1877; Daisy Miller, 1879;
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 ture, 2 vols., 1879; Portraits of Places, 1884; Tales
 of Three Cities, 1884; Tragic Muse, 1890; Lesson
 of the Master, 1892; Two Magics, 1898.
 Kipling, From Sea to Sea, 1899.
 Proctor, Song of the Ancient People, 1893.
 Stevenson, South Seas, 1896.
 Thaxter, An Island Garden, 1894.
Balloon Post, Boston, 1871.

W. Y. Foote Co., University Block, Syracuse, N. Y.
 Memoirs of Wordsworth, by Christopher Wordsworth.

Forbes & Wallace, Springfield, Mass.
 Book of Knowledge, 24 vols., cloth binding, good
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H. A. Fowler, 3 E. Armour Blvd., Kansas City, Mo.
 Fac-simile manuscript reproduction of Thanatopsis,
 New York, 1874.

Frankel's Book Shop, 50-56 W. Randolph St., Chicago, Ill.
 Arabian Nights, by Burton, printed for Burton Club.
 Benares ed., vol. 2 only.
 Scott, Walter, prose works of 28 vol. set, pub. by
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 Stoneman, London, vol. 12 only.
 Portraits of Illustrious Personages, by Edmund
 Lodge, 1821 to 1834, folio, vol. 4 only.
 Audubon, J. J., Birds and Quadrupeds, quote any.

Franklin Book Shop, 920 Walnut St., Phila., Pa.
 Eaton's Manual of Botany, 1832.
 Baird, Brewer of Ridgw. Water Birds, 2 vols.
 Amer. Pomological Soc. Reports, 1887.
 Evelyn's French Gardiner, 1672 or '91.
 Roger's Fruit Cultivator.
 Mascall, L., Tree Planting, pub. 1572-1600.
 Rafinesque publications before 1830.

Free Public Library, Jersey City, N. J.
 Brady, Richard the Brazen.
 Farquhar, Devil's Plough.
 Farquhar, Golden Boat.
 Holland Society of New York, Year books, 1892-1895;
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Philip H. Furman Co., 363 W. 51st St., New York.
 Britannica, 11 Edition.
 Ruskin's Works, St. Mark's ed.
 Watts, Dictionary Chemistry, revised ed.
 Eastman, Dakotah.
 Johnson, Memoirs Gen. Thomas.

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 Bret Harte, The Queen of the Pirate Isle, illus. by
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Gregory's Bookstore, Inc., 116 Union St., Providence, R. I.

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 Kolohrones, Klepht and Warrior.
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Hall & O'Malley, 64 Cortlandt St., New York.
 Spielhagen, Hammer and Anvil.
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 White's Amer. Biography, vols. 12 and 14.
 Woodward, St. Louis Bridge.

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Angell's Watercourses, 1833, 1854.
 Angell's Tidewaters, 1847.
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F. B. Hartranft, 49 Pearl St., Hartford, Conn.
 Symonds, J. A., Works, English eds., not 1sts.
 Schouler's History of U. S.
 Whittemore's New England Ancestors, 1620-1900.
 v. Holst, Const. History of U. S.
 Central and South America Antiquities.
 Ripley's War with Mexico.
 Jesuit Relations, 74 vols.
 Day, One Thousand Years of Hubbard History, 1895.

Harvard Co-operative Society, Inc., Cambridge, Mass.

Well's Tales, Time and Space, D. McC.

Hays, Cushman Co., 59 E. Van Buren St., Chicago.
 Robinson, Forensic Oratory, Little.
 Moore, American Eloquence, 2 vols., Appleton.
 Williston, Eloquence of the U. S., 5 vols.
 Brooks, True Story of Abraham Lincoln.
 Tupper, Stuff of Dreams, Dodge.

Chas. F. Heartman, 36 Lexington Ave., New York.
 Augustus De Morgan, A Budget of Paradoxes.
 Catalogue of the Church Library.

L. B. Herr & Son, 112-114 N. Queen St., Lancaster, Pa.

Crowfoot's Overland Tours, vol. 2.

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Cyclopedia of Eminent Christians, by J. Frost, pub.
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 Abbott, Lyman, Impressions of a Careless Traveller.
 The Adam Forepaugh Show, Chicago, 1893.
 The Admiral's Ward, pub. over 80 years ago.
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 Ruskin, 27 vols., St. Mark's ed., D. Estes & Co.
 Catholic Encyclopedia, 15 vols.

Walter S. Houghton, 64 New Park St., West Lynn, Mass.

American Naturalist, 1876-1881.
 Caxton Magazine, 1909 and 1910.
 House Beautiful, Dec., 1896; June, 1897.
 National Geographic Magazine before 1895.
 Nation, 1865-1868.
 St. Nicholas, vols. 1 and 2, 1873-1875.
 World's Work, Nov., Dec., 1900; Jan., July, Nov., 1901.

Houghton Mifflin Co., 4 Park St., Boston, Mass.
 Cosmic Philosophy, 2 vol. ed., by John Fiske.

H. R. Hunting Co., Besse Pl., Springfield, Mass.
 History of Williams Family, Greenfield, 1847.

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 Family Chart of the Rose Family, pub. at Richmond,
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 Cometh Up as a Flower, Broughton.
 Black Douglas, Crockett.

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 Peck Genealogy, by Darius Peck, Hudson, 1877.
 John Wesley's Sermons, 2 vols.

Kleintech's Book Store, 1245 Fulton St., Brooklyn.
 Haekle, Visit to Ceylon.
 Pollard's 3d. and 4th Year of the War.

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Arena, Oct., 1898, at 50 cents.
Nat. Geogr. Magazine, vols. 1 to 6, good price.

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 Old Plate, Its Makers and Marks, J. H. Buck.
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 Dickens' Edwin Drood Spiritualist continuation.

Lincoln Book Store, 1126 O St., Lincoln, Neb.
 Berry, A Woman of Uncertain Age, Stuyvesant Press.

Little, Brown & Co., 34 Beacon St., Boston, Mass.
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 The Pilgrim Shore, by E. H. Garrett.
 The Orphans, by Mrs. Oliphant.
 Heart & Cross by Mrs. Oliphant.
 History of North American Land Birds, by Baird, Brewer & Ridgway.

Geo. Emery Littlefield, 67 Cornhill, Boston, Mass.
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 Collections of the Massachusetts Historical Society, 2d series, vol. 9; 3d series, vol. 9; 4th series, vol. 1. New England Historical and Genealogical Register, vol. 18.

B. Login & Son, 1328 3d Ave., New York.
 Hallam, View of the State of Europe in Middle Ages, Phila., 1824, vol. 2 only.
Journal of Abnormal Psychology, vol. 1, Nos. 3, 4, 5; vol. 2, No. 5; vol. 4, Nos. 3 and 4; vol. 5, No. 1, or complete vols.
Annals of Surgery, vols. 1 and 2, or series containing these vols.
Index Medicus, new series, vols. 1-10, vols. or nos.
Index Medicus, old series, vols. 17-21.
Journal Cutaneous Diseases, vols. 18-26.

Lowdermilk & Co., Washington, D. C.

Hening, Statutes at Large, Va., vols. 6, 7, 8, 9, 11, 12.
 Connecticut in the Revolution.
 Lieber, Legal and Political Hermeneutics.
 Ramsay, History of Tennessee.
 Mills, Statistics of S. C.
 Schneider, Text-book of General Lichenology.
 Lesquereux & James, Manual of Mosses of N. A.
 Tuckerman, Synopsis of N. A. Lichens, part 2.
 Laennec, Treatise on Diseases of Chest, Amer. reprint, 1835.
 Laennec, Treatise on Diseases of Chest, Amer. reprint, 1st, 2d and 3d English eds.
 Buford, Genealogy of Buford Family in America.
 American Farmer's Horse Book.

Lyceum Book Exchange, 711 Hennepin Ave., Minneapolis, Minn.

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Will H. Lyons, Petersburg, Ky.

Early American eds. of Hoyle's games.
 Anything relating to Chess automaton.
 Hannah F. Gould's Poems.
 Women of the Revolution, Ellett.
 Franklin's Morals of Chess, any date.

McDevitt-Wilson, 30 Church St., New York.

Dean, Greenwich Village.
 Hamerton, Drafting Art.
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 New International Cyc., full mor., thin paper, vol. 2 only.
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 Anything on Coach Dogs.
 Kercheval, History of the Valley of Virginia, 1850.
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 Curtis, Some Masters of Lithography.
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 Sorel, Madame De Stael.
 Blennerhasset, Madame De Stael.
 Stevens, Madame De Stael.
 Sand, Antonia.
 Sand, M. Sylvestre.
 Sand, Snow.
 Sand, Miller of Angibault.
 Thomas, Life of Geo. Sand.
 Tracy, Great Mogul.
 Fitzgerald, Bird Parliament.
 Fitzgerald, Absul and Salomon.

Alexander McQueen, Glenview, Ill.

Havelock Ellis, Sex-Physiological and other studies.

W. D. Madigan, Lancaster, Pa.

Forum, Dec., 1909.
North American Review, March, 1911.

Madison Book Store, 53 E. 59th St., New York.

New International Encyclopedia, vols. 3, 20 and 21 only, 1906, cloth binding.

Henry Malkan, 42 Broadway, New York.

Mershon, Passenger Pigeons.
 Larned, History for Ready Reference, 7 vols.
 Scholl, Law of Life.
 Report of the Phila. Vice Commission.
 Cooper, Precaution, Townsend ed.
 Cooper, Ways of the Hour, Townsend ed.

S. Mason, 6 Molyneux House, Molyneux St., London, W., England.

Wilde, Oscar, Intentions, N. Y., 1891.
 Wilde, Oscar, Lord Arthur Savile, N. Y., 1891.
 Wilde, Oscar, Happy Prince, Boston, 1891.
 Wilde, Oscar, Poems, folio, 1882.
 Wilde, Oscar, any early American eds.

Sam Mayer, 1324 Monadnock Block, Chicago, Ill.
 Cash paid for old time theatrical material, play bills, dramatic, minstrel, variety, circus and side shows: music title pages and minstrel song books; early San Francisco newspapers, magazines and imprints.

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 Lovelace, Lord, Astarte, Buffalo, 1905.
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 Plexippus, the Aspiring Plebian, 2 vols., 120, 1790.
Methodist Book Concern, 1018-24 Wabash Ave., Chicago, Ill.
 Excell's Biblical Illustrator, Old and New Testament, second-hand vols.
G. E. Merritt, 277 Middlesex St., Lowell, Mass.
 Father Prout's Complete Relics.
 Thos. Davis' Complete Poems and Essays.
N. F. Morrison, 314-318 W. Jersey St., Elizabeth, N. J.
 Sabine, Loyalists of American Revolution, vol. 1 only.
 Lossing, Life of Schuyler, vol. 2 only.
 Johnston, History Cecil, Co., Md.
 History of the First Baptist Church of Piscataway, N. J., 1889.
 Peck Genealogy, by Darius Peck, 1877.
 Descendants of Randall Revell, by W. R. Revelle.
J. M. Morton, 99a Saint James St., Brighton, Eng.
Plain Dealer, 2 vols., any ed.
 Freemasonry Books, old or modern.
 Ahiman Rezon, any ed.
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 Masonic items, any language.
H. C. Murray Co., 699 Main St., Willimantic, Conn.
 Joint Owners in Spain, or Castles in Spain, by Alice Brown.
John J. Newbegin, 315 Sutter St., San Francisco.
 Poems by Francis Saltus Saltus.
 Burton's Book Hunter, good ed.
 Alice in Wonderland, 1st ed.
 Life and Death of Jason, Kelmscote Press ed.
 Kelmscote Press publications.
 Hittel's History of California, 4 vols.
 Annals of San Francisco.
 Books on California or San Francisco.
 Bennett, Fame and Fiction.
Miss R. Newell, 1832 Mass. Ave., Cambridge, Mass.
 Universal History, ancient folio, odd vols.
 Universal History, modern folio, odd vols.
 Odd vols. old English Dictionaries, folios.
D. H. Newhall, 154 Nassau St., New York.
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 Victor, River of the West.
 Walker, Northwest During Revolution.
 Walker, The Illinois Railsplitter.
 Wallace, History of Illinois and La., 2d ed.
 Washington Despotism.
 Welles, Gideon, Diary, second-hand copy.
 Weems, Washington, Augusta, 1806.
 White, Ten Years in Oregon.
 Wilkes, History of Oregon.
 Withers, Chronicles of Border Warfare, 1903.
 Walker Family in Penna., History of.
 Walker, Athens County, O.
 Watts, Chronicles Kentucky Settlement.
 Yawger, The Indian and the Pioneer.
 Young, Free Constitutions of Ky.
 Yarrow, Mortuary Customs.
 De Smet, Indian Sketches.
 Hunter, Reminiscences of an Old Timer.
 Brouillet, Murder of Dr. Whitman.
 Bandelier, anything by.
 Bourne, Whitman Legend.
 Bledsoe, Davis a Traitor?
 Campbell, Mormon Delusions.
 Gen. Cooke's Adventures.
 Lieut. Cushing, anything relating to.
W. W. Nisbet, 12 S. Broadway, St. Louis, Mo.
 Wallace, American Trotting Register, vols. 13 and 14.
Henry G. Noel, 408 Olive St., St. Louis, Mo.
 [Cash.]
 Bonwick, The Mormons and the Silver Mines.
 Murphy, Mineral Resources of Utah.
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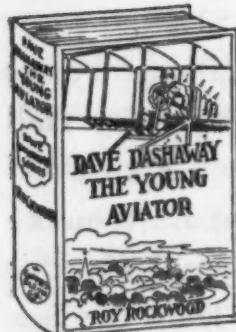
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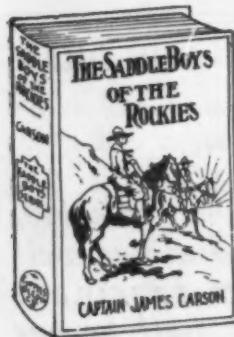
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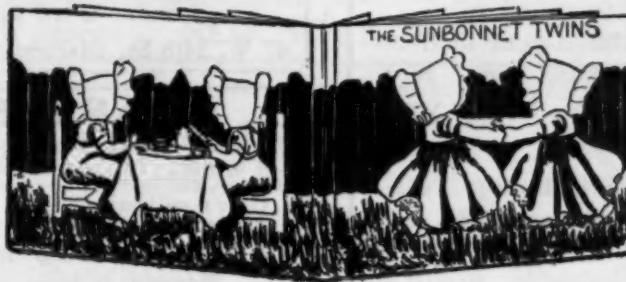
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